\$5 in price, but for suits selling at \$22

more to the liking of the purchaser. This also holds good for overcoats and other garments containing wool.

The larger competition in woollens by preign manufacturers, he said, will be seen in respect to the cloth since, in his contain, the overses merchants cannot be contained. nion, the oversea merchants cannot pete with the home dealers as far as the finished product is concerned. Mr. Turnbull added, however, that "free wool" means that the American producer of woollen cloth will be able to compete more favorably with the imported article. "The new rate in the Underwood tariff bill of 35 per cent. on cloth and clothing is a radical change from the old Payne-Aldrich measure." continued Mr. Turnbuil, and the offer on our markets will not the offer on our markets will not the offer on our markets will not be seen to b and its effect on our markets will no doubt be very marked, although in some particulars not nearly so much as is generally believed. So far as the manufacture of clothing itself is concerned—by that I mean overcoats and suits ready for the counter—we have nothing to fear from forceless, commentation.

No Fear of Foreign Competition. "The American made garment is far su-perior to that of Germany or Great Brit-ain, and tariff changes will not alter this condition. But while the foreign finished goods would suffer by comparison with ours, the reverse is true with regard to the cloth itself. The United States only follows Great Britain in this respect. Ac-cordingly the duty of 35 per cent. is only

cordingly the duty of 35 per cent. is only under the skin, so to speak, and to my mind it should be at least 10 per cent. in order that the major part of our mills may be operated profitably.

"The condition, which I have just explained, is due to many reasons. The result of a high protective tariff which has tended to dull ambition, the high cost of sabor over here and the import rate for raw material—there three things have precluded active competition with foreign sult of a high protective tariff which has tended to duil ambition, the high cost of fabor over here and the import rate for raw material—these three things have precluded active competition with foreign markets. But no country can supply \$9,000,000 persons with the simple announcement that the barriers are down. The oversea dealers must take time to study our requirements. But this leads to a very important point. Any gain which might be made in foreign sales in this country means just that much loss to the domestic manufacturer. This is true for the reason that, unlike any other country, the market for our home products of wool is by necessity right in the United States, so any increase in imports will spell clear loss to the domestic manufacturer. There's no other place for him to market his goods, no outlet beyond those provided right at home.

Free Weel Clause Step Forward.

Free Wool Clause a Step Forward. The high labor rate in the United

is largely responsible for the exclu-With labor from 100 to 150 per cent. less in Germany and Great Britain it is easy to understand that the exportation of ciothes is out of the question. Speaking generally, however, I believe that the whole trend of the Underwood bill is in the right direction, but in some respects the pendulum has swung too far.

The "free wool" clause. Mr. Turnbull believes, is a distinct step forward, owing to the fact that sufficient raw material for our consumption cannot be raised in this

option cannot be raised in this

"We cannot produce enough wool and its quality does not meet the requirements of high grade dealers," he continued "Therefore the bulk of goods for the better class of men's garments must come from abroad under existing conditions, but with the duty on raw material removed domestic manufacturers will be able to compete to a far greater extent with the oversea producer."

Mr. Turnbull believes that it is a mistake on the part of the legislators to project the new tariff goes time."

Marshall Field & Co., said to-day:

"The effect of the new tariff was largely discounted, some time ago and only time can tell what the ultimate results from the new legislation will be. General business conditions are healthy and give promise of continuing so throughout the can tell what the ultimate results from the new legislation will be. General business conditions are healthy and give promise of continuing so throughout the can tell what the ultimate results from the new legislation will be. General business conditions are healthy and give promise of continuing so throughout the can tell what the ultimate results from tell what the ultimate results from the new legislation will be. General business conditions are healthy and give promise of continuing so throughout the can tell what the ultimate results from tell what the ultimate results from the new legislation will be. General business conditions are healthy and give promise of continuing so throughout the new legislation will be. General business conditions are that the ultimate results from tell what the ultimate

into effect.

I president of John V. Farwell, president of John V. would be very much better for the Farwell & Co., said:

home manufacturers to have the new rates take effect immediately," he went on "since any delay is of negligible value to the retailer and of great value to the manu-facturer. The longer the period preceding the actual start of the changes in the tariff the further removed is the oppor-tunity for the domestic producer to familiarize himself with the raw wools and thereby meet promptly the foreign com-

thereby meet promptly the foreign competition."

The attitude of exporters in England and Scotland, said Mr. Turnbull, has been that of persons getting the biggest surprise of their life.

"Alted." Charles A. Stevens, president of Charles A. Stevens & Bro.. said:
"There has been little effect as a result of the discussion of the new legislation, except that the general business conditions have been clarified. Business in Chicago is in an extremely healthy con-dition at this time and gives promise of

### Exporters Abroad Are Jubilant.

When I was abroad not long ago," he continuing so. posed tariffs of the Underwood bill were too good to be true. In the beginning they were sceptical, but up went their hopes in proportion to the favorable tone of the cable messages predicting the pas-sage of the new measures. Now, of course, they are jubilant and they are all preparcpartine time, but from my observations and the knowledge of general business conditions of has there has been no appreciable effect one collent way or another from the new turiff." ing for a big business next season. The high protective tariff in this country has made the foreign producers of woollen cloths somewhat indifferent to the American market, but this is changing rapidly I understand that several big Englis nanufacturers have opened branch officer

## Poor Compensation for Tanners

Prosperity Abead.

F. A. M. Burrell, first vice-president of the Charles A. Schieren Company, tanners and belt manufacturers, said of the effect of the tariff bill on hides and leather:

"Under the Dingley law of 1897 hides were dutiable at 15 per cent., and sole leather at 20 per cent. The Payne bill of 1909 made hides free, and sole leather 5 per cent. We have been working under the latter since 1969.

"It would seem to us that this small in Georgia, says:

Fuller E. Callaway of La Grange, Ga., who controls several of the largest cotton of 5 per cent, on sole leather hardly compensates the tanners for the difference between the price of labor abroad and American labor, and it would have been better to let this small duty remain.

"The tanning industry, however, is likely to continue to exist under the new tariff. On the other hand I believe on dress goods of woollen manufacture proportions to the reduction of which may be corrected."

Ageneral decrease in the retail prices on dress goods of woollen manufacture proportions to the reduction of which may be corrected."

Ageneral decrease will be one important result of the new tariff in the opinion of W. It. Sheeby, who has charge of the wholesale department of Arnold, Constable & Co. Mr. Sheeby declared, moreover, that the proposed tariff changes have not hurtbuinness this season and that, while there is a security of the season of the new tariff. Both were very optimistic in regard to the proposed tariff changes have not hurtbuinness this season and that, while there are actually in effect, he does not look for any real break in trade. Just at creaming the base of the reduction of the continued of the reduction of the continued of the reduction of wholesale department of Arnold, constable & Co. Mr. Sheehy declared, moreover, that the proposed tariff changes have not hurtbuinness this season and that, while there are actually in effect, he does not look for any real break in trade. Just at creaming the base of the season of the proposed tariff changes have not hurtbuinness this season and that, while there is a season of the season

my belief that competition between the foreign and home manufacturers will be heavy buyer of these wools. All the purchasers of foreign cross breds intend to an adjustment of prices before very long. Speaking generally they will be lower."

Then Struction Compilered.

Luce of the Acker, Merrail & Condit Company the new tariff rates affecting the iraportation of foodstuffs to this country are not likely to bring about any appreciable reduction in prices to the consumer. Fancy goods brought here from France, he said by way of illustration, will not be offered to the retail trade at any reduced figure, and this holds good, with some exceptions, all the way down the line.

So far as the changes in the duty on sugar are concerned Mr. Luce gave as his belief that the retail price will not be affected. By the time it reaches the grocery store shelf, he said, the figure on the price tag will probably be the same as at present.

Tea and coffee, which are among the foodstuffs leading in importation in this country, also come under the "not affected" heading. To be sure, it was pointed out, there may be some slight change in the price later, but it is not likely to affect the "high cost of living" to any extent.

NO UNFAVORABLE EFFECT.

hicago Merchanta Say Business in

General Is Booming.

CHICAGO, Sept. 27.—James Simpson, vice-president and general manager of Marshall Field & Co., said to-day:

"There has been no special effect of the tariff changes planned that I can see. The principal features relate to woollens

COTTON GROWERS HOPEFUL.

Georgia Manufacturers See Great

Prosperity Ahead.

shoes are ultimately placed on the free list, but possibly at the expense of wages. Already twelve of the leading Lynn manufacturers have asked the various unions for conferences regarding a possible reduction of wages.

William L. Douglas said to-night that he could not comment on the effect of the new rates on shoes because he did not know what had been done in the Senate conference. Hardware Trade Not in Danger. The hardware business in the United States is in no way threatened by the States is in no way threatened by the tariff changes, according to a partner of the Hammacher, Schlemmer Company, American manufactured hardware, he said, is rivalling that of Germany and England, and reductions in the tariff, which will permit the foreign article to be offered cheaper on the American market, will not cut into the bulk of home production.

The lowering of the hardware rate by about 20 per cent, may have some effect.

### CLOTH MILLS INDIFFERENT.

Only Fine Goods Manufacturers Will Be Affected by Bill.

FALE RIVER, Mass., Sept. 27.—"So far as the ordinary print cloth mill is concerned, the new tariff bill will have little or no effect one way or the other, but for the fine goods mills, that is those turning out a production from the finer counts of yarn, there is some reason to feel a measure of alarm."

This was the view of one of the best informed mill men in the city when asked this afternoon as to the possible effects of the passage of the Underwood-Simmons tariff act. None of the mill treasurers asked for an opinion cared to be quoted, and most or them preferred to wait until the bill had actually been signed by President Wilson before about 20 per cent. may have some effect on wire products, he pointed out, such as springs, but the change in the duty on raw material will hardly be noticed, since the United States offers such a plentiful "Pocket knives and certain kinds of tools been signed by President Wilson before making a thorough analysis of it, par-ticularly because the schedule relative to cotton yarn and cloth was still a mat-ter of dispute between the two houses of Congress as represented by their con-

ference committees.

"There is just one way in which the so-called print cloth, mills might be affected," went on the above authority, "and that in an indirect way. Mills such as the Granite, Parker, Hargraves, King Philip and Charlton that, among others, American Tobacco Company, pointed out, the bulk of tobacco consumed in the United States is the home grown article and while it may appear that enormous Philip and Charlton that, among others Philip and Chariton that, among others, are wound up to manufacture the finer textures, may find themselves handicapped under the new act and may devote their looms to the making of print cloths. This would in turn, increase the competition among the latter class and could not but prove hurtful quantities are imported for cigarette manufacture, he said the comparative figures on foreign and domestic reduce the importations to almost insignificance.

to business generally speaking, by a pos-sible shaving down of prices.

"The best instance that could be cited as to tariff effects as a whole is in the healthy condition of the textile industry to-day as compared with the summer greaths, when discussion was rife as to months, when discussion was rife as what the cotton schedule might be the tariff bill then under discussion. that time 5,000 operatives were idle cause of the shut down of the seven mills in the Iron Works Company's textile plant, but now every mill in the city is running at full tilt. The weekly sales exceed the production, the storehouses are being cleaned out of stocks, and about the only thing that the agents are relaxing over in that their output of about the only thing that we asked are grieving over is that their output of cloth has been reduced by reason of the operations of the new State law that pre-vents hoys and girls between 14 and 16 years from working more than eight hours in any one day. That has been more harmful than any tariff bill of late years,

### SEE NO CAUSE FOR ALARM.

and naturally the changes have been an-ticipated and there has been no unfavor-able effect on business that I can see. When the new tariff bill is thoroughly understood there will without doubt be relief from the uncertainty that has pre-vailed."

Charles A. Stevens, president of Charles Detroit Business Men Four No Ill

Julius Rosenwald, president of Sears, Roebuck & Co., had this to say:

"Business in Chicago is booming and either has been no material effect from the tariff changes that I can see. Ours is an immediate consumption business, however, and we would not notice the effects at this time, but from my observations and known in their business.

ustry, but to actually threaten its ex-

### SEE DISASTROUS RESULTS.

Philadelphia Manufacturers Fear

shee little flurry when the new rates are actually in effect, he does not look for any real break in trade. Just at present, he said, there is a scarcity of imported woollens on the American market owing to the fact that importers are holding back until they can get the benefit of the lower tariff. This holds true with regard to other cloths, too, he added, but in a considerably lesser degree.

"It is fair to presume that the woollens will retail cheaper after the new tariff is in effect," said Mr. Sheehy, "although it is true that labor conditions here will have much to do with the prices. It is more than that the wools have been purchased. The American consumption between the foreign and home manufacturers will be foreign and home manufacturers will be lower."

The drug and chemical manufacturers here is a disposition to let those who clamored for free wool and woollen goods do the talking. Wool dealers have not until the past will retail cheaper after the new tariff is in effect," said Mr. Sheehy, "although it is true that labor conditions here will have much to do with the prices. It is more than the prices are not disposed to make predictions repaired to make predictions repaired to the possible effect of the new tariff. In the woollen business there is a disposition to let those who clamored for free wool and woollen goods do the talking.

Wool dealers have not until the past will be a down that the prices will be a down the prices will be a down the prices will be a down that the free to the new tariff to the new tariff to the new conditions, otherwise it will be acoustly change.

"It is not the tinkering with the Government.

"It is not t

Linen buyers are showing much caution, according to Mr. Sheehy. He said were on a free wool basis.

The Pacific mills at its recent opening of new woollens and worsted goods in New Free linen situation seems to be more from picated, both on account of the tariff and labor.

The importation of the so-called "specialities," Mr. Sheehy said, is not likely to be affected one way or the other by the tariff changes. The reduction, he added, practically concerns only the staple goods.

"The price of carpets," he added, "will probably be affected by the removal of decision or aw wool. The quality of wool importation in this country, so the easy importation in this country, so the easy importation will probably reduce the price considerably; in any event, it will have a marked effect."

In the opinion of President Harry J.

warranted by a protective tariff in compe-tition with goods admitted free from the other side, of course it means a loss to us.

The issue is dependent upon the time Congress sets for putting the bill in effect. October 1 or January 1."

Large jobbers say they are disposing of stocks as rapidly as possible so as to be ready to meet the changes.

### SAY FARMERS WILL SUFFER.

Beet Sugar Producers Are Opposed to Changes.

GRAND RAPIDS, Mich., Sept. 26.—The Grand Rapids manufacturers have not taken much interest in the tariff discussion. The chief industry here is furniture manufacturing and all that the manufacturers have done has been to try to get sawed mahagony lumber on the free list. Logs have come in free under the old law, but lumber has been subject to a 10 per cent. tariff, with a result that a 10 per cent. tariff, with a result that the lumber is sawed in this country at

higher cost than it could be sawed abroad.

Michigan is a large beet sugar producing State, with factories at Alma, Lansing, Holland, Saginaw and other points, and large amounts of the securities are held here. The producers do not like the tariff programme and say that the difference will come out of the farmers in the price paid for beets.

Injury to State.

Los Angeles, Cal., Sept. 27.—Leading business men and financiers of Los Angeles decry the new tariff measure. They de-clare that California industries will suffer

nent importer, said:
The proposed tariff has a tendency to bring California business to a standstill, but I believe California crops can with-

A. F. Haas, importer and exporter, said:
"California has received a severe blow
in the new tariff. Business in all lines will low up."
Stoddard Jess, vice-president of the First National Bank, had this to say:
"The new tariff will work a big injury to the State. The cut in all agricultural schedules looks as if it was directed at Call-fornia slone. I believe that the new tariff will materially affect the product of Call-

### INDIANAPOLIS OPTIMISTIC.

tractural Iron Manufacturers Ar Not Worried.

INDIANAPOLIS, Sept. 27 .- While Indian

Indianapolis, Sept. 27.—While Indianapolis manufacturers are somewhat apprehensive over the new tariff law and some of them look forward to a marked effect on their profits, many are optimistic and declare that the worst thing about the law is that what they will lose will not go to the ultimate consumer.

L. M. Wainwright of the Diamond Chain Works, manufacturers of sprocket chains for transmission, said:

"The passage of the new bill will take practically all our large orders from us and will confine our sales to jobbers and smaller buyers. The reduction, for example, on one class of chains that we manufacturer will be I cent per foot. This is a very material reduction as it affects the manufacturer, but will not result in anything to the consumer, as it will be absorbed entirely by the retailer."

C. F. Hetherington of Hetherington & March and the month of a cent a pound for all purely speculative cotton trading.

This tax, however, would be reduced to the nominal sum of 50 cents for what is known as a "contract" embracing 100 bales of 300 pounds each in case the contract sending to the Government's standard of cotton grading.

The contract would specify the number of bales of cotton involved in the contract, the price of middling cotton to be known as the basic grade at which the cotton is contracted to be bought or sold, the date of the purchase or sale and the month in which the contract is to be fulfilled or settled.

"The contract would specify the number of bales of cotton involved in the contract, the price of middling cotton to be known as the basic grade at which the cotton is contracted to be bought or sold, the date of the purchase or sale and the month in which the contract is to be fulfilled or settled.

"The contract may be a cent a pound for eatins to to the nominal sum of 50 cents for what to the nominal sum of 50 cents for what to the nominal sum of 50 cents for what to the nominal sum of 50 cents for what to the nominal sum of 50 cents for what to the nominal sum of 50 cents for what to the

C. F. Hetherington of Hetherington &

DEFROIT. Sept. 27.—The manufacturers of Detroit see but little cause for alarm in the new tariff bill.

President Lyons of Parke Davis & Co., wholesale drug manufacturers, says the new bill will have but slight effect on that concern, which is one of the largest wholesale drug manufacturers in the country.

With one exception the automobile manufacturers of Detroit are unanimous in their statements that the new tariff will have but little effect upon them.

# DENVER MERCHANTS DIVIDED.

plied to automobiles it would hardly be known in their business.

The one exception referred to is made by Export Manager Duniap of the Hupp Motor Car Company, who looks for more or less depression in the general trade conditions following the revision of the tariff, and says that the natural result will react upon the motor car industry in a measure which only the future cen desermine.

Mr. Duniap does not look for an immediate effect of any serious nature, however, but says the possibilities are very far reaching and might well be of such magnitude as to not only preclude further development of the motor car industry, but to actually threaten its ex-

and lead. Some articles may be cheap-ened necessarily, but I believe that when conditions under the new tariff are ad-justed it will prove beneficial. The reduction means more economic mining."
C. S. Morey, president of the Great
Western Sugar Company, manufacturers

of beet sugar, said:
"The new sugar tariff is a serious mat-ter to Colorado."

and even liberal tariff is necessary to the safe and healthy conduct of the affairs of the Government.

"It is not the tinkering with tariff on lumber that injuriously affects the lumber trade, but the effect it has had and is having on trade in general that huris each and every department of trade."

James Albert Green, head of Matthew Addy Company, pig iron, steel and coke.

eald:
"I do not know of a single agent of iron and steel who is not dissatisfied with the new tariff. The new schedule is bound to work dissater to the iron and steel industries. The iron and steel men of this country have trouble now in dis-posing of their products."

## EXPECT BENEFICIAL EFFECTS.

Galveston Business Men Say New Markets Will Be Opened.

Galveston, Tex., Sept. 27.—Prominent merchants believe that trade will be benefited in the main by the new tariff. It is pointed out that while some articles will be cheaper, this will be offset by higher rates on some other articles caused by increased wages paid to lahor.

John Keown of the Blum Hardware Company thinks the hardware trade throughout the country will be largely benefited by the new tariff, as it will open markets hitherto inaccessible and permit the importation of much more kept out by the old tariff.

Additional views of manufacturers on the tariff will be printed in do-

7 - 25

# did not anticipate much trouble as the result of the tariff changes, but he said that removal of duty on foreign made chemicals would make it hard for American manufacturers. John E. Hanifen, head of a large woollen manufacturing interest, voiced the general complaint of textile concerns that the tariff jeopardized their prospects. "If we can get rid of our manufactured product before the bill goes in effect I suppose we won't suffer so much," said Mr. Hanifen. "If we must sell our present stocks made under labor conditions warranted by a protective tariff in compelar Session. TAX IN TARIFF BILL

Legislation on It Probably to Be

lar Session.

OPPOSITION IN SENATE

Substitute Is Introduced for Clarke Amendment, Which Caused Trouble.

WASSINGTON, Sept. 27. -There is every reason to believe that the prospect for legislation taxing cotton futures at the present session of Congress has disappeared and that when the Underwood-Simmons tariff bill goes to the President next week it will be slient on the subject. Chairman Simmons of the Senate Finance Committee said to-day that the Senate, in his opinion,

the lumber is sawed in this country at higher cost than it could be sawed abroad.

Michigan is a large beet sugar producing State, with factories at Alma, Lansing, Holland, Saginaw and other points, and large amounts of the securities are held here. The producers do not like the tariff programme and say that the different same trives. On Morelay, he will offer it as a longer matter before the House of Representative that he took this step in order to have the subject matter before the House of Representatives. sentatives. On Monday he will offer it as a substitute for the Clarke amendment.

CALIFORNIANS ALARMED.

CALIFORNIANS ALARMED.

It appears as though the House would adopt it, instruct its conference to insist upon a further conference and urge that the Clarke amendment be eliminated from the tariff bill and the substitute be adopted. That the Senate will reject this proposa and that the conference committee will then report in favor of postponing the entire matter until the regular session of Con-gress appears reasonably certain.

Senator Clarke of Arkansas, author of the amendment which has caused all the trouble, admitted that the outlook for any legislation on the subject in the tariff bill is not good. It is believed that he has assurances from the Democratic leaders that the matter will be considered and if possible be disposed of at the regular ses-

Senators will hold another caucus on this matter," said Chairman Simmons. "We have caucused twice. The vote in the Senate caucus in favor of the proposed substitute was small. Even a majority of the Southern Senators voted against it. I do not believe that the sentiment of the Democratic Senators on the matter

it. I do not believe that the sentiment of the Democratic Senators on the matter has changed. When the House adopts the substitute, as it probably will do, and it comes to the Senate the Senate probably will reject it, and the result, I assume, will be no legislation for this session.

The bill introduced by Representative Underwood retains the proposed tax of one-tenth of a cent a pound for all purely

or deaft with shall be within the grade limited fixed by the Secretary of Agriculture; to wit, within the limit of middling fair and good ordinary inclusive on the recently existing Government stand-

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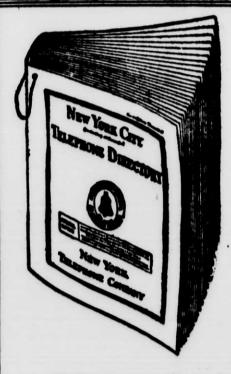
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ard, and no other grade or grades," and the contract must further provide "that in settlement of such contract by the actual delivery of the cotton involved therein.

This difference is to be determined by the actual "commercial difference in value of the different grades of cotton established by bona fide sales of "spot cotton of th same grades," made in actual trade upon the sixth business day prior to the settlement of the contract in the market where



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